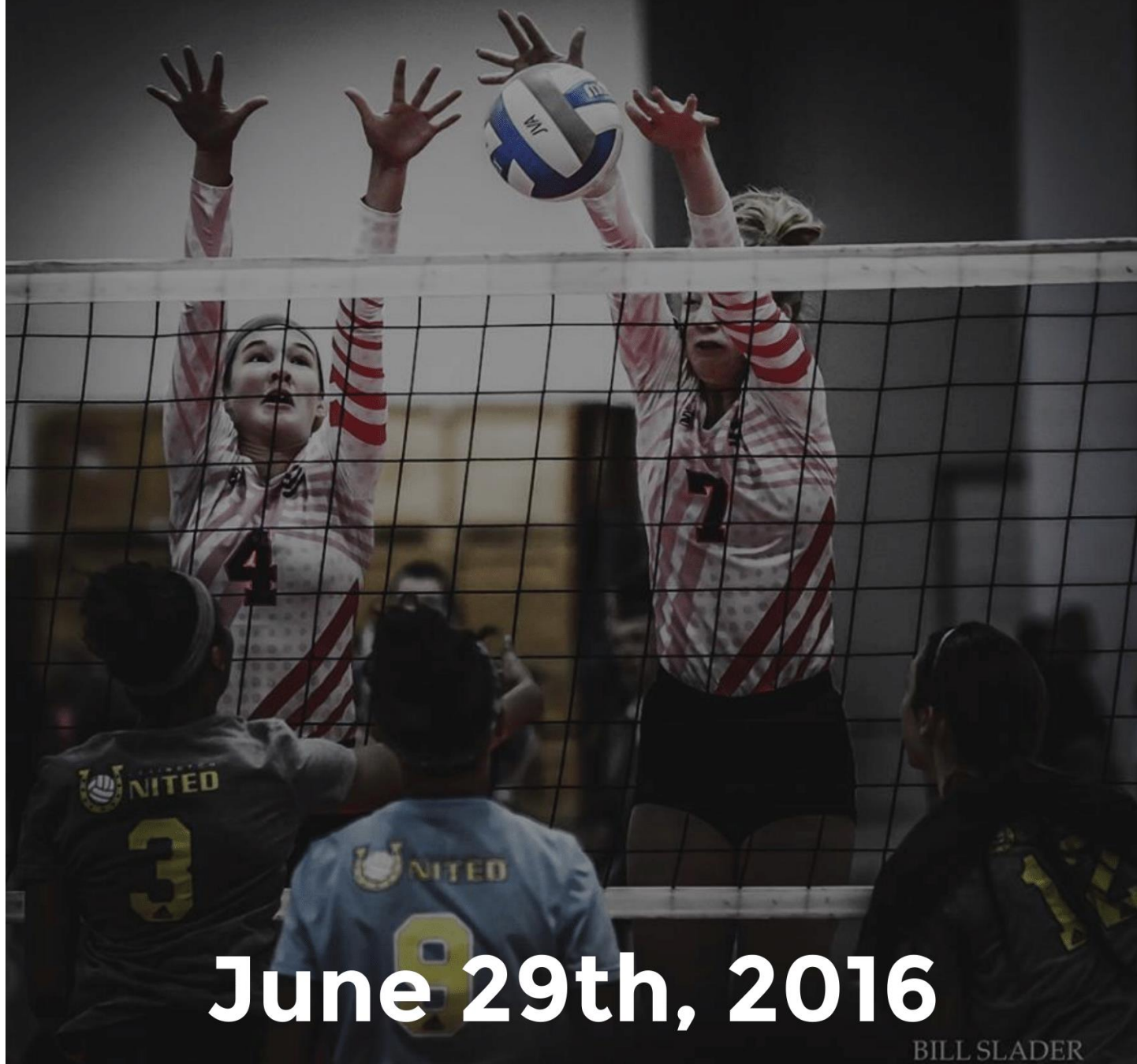


# JVA Mid Year Report



June 29th, 2016

BILL SLADER

**JVA**  
Junior Volleyball Association

# Thank You, Partners!



# JVA Board of Directors

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TAV Amarillo  
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**Bill Milborn , Past President**

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Virginia Elite  
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**Dave Weiti, Secretary**

Washington VBA  
Seattle, WA

**Jeff Wismer**

Alliance Volleyball Club  
Franklin, TN

## JVA Staff

**Jenny Hahn, Executive Director**

**Briana Schunzel, Marketing Coordinator**

**Lisa Pierce, Membership Development and Services**

**Zach Colston, Director of Events**

**Ashley Krage, Program Assistant**

As we approach the end of the 2015-2016 junior volleyball season, we are happy to report that this has been another year of growth and innovation for the JVA. Similar to any team, our organization set measurable goals last summer and have met each of those goals. Here is a year in review of the JVA, including the JVA Mid-Year Report and details of what we've accomplished this season.

### **Celebrate Good Times**

We proudly recognized 95 JVA student-athletes at the 2016 JVA Player Awards Presentation on Thursday, June 23rd. The event took place during the AAU Girls Volleyball Championships in Orlando, Florida. The room was filled with JVA coaches, club directors, players along with parents and teams excited to support the honorees accepting the awards for [JVA AthLeader](#) and [JVA All-National Team](#). It's so rewarding to see the smiles and comradery among JVA players and coaches. [Click here](#) to view the PowerPoint. [Click here](#) to view the photo gallery.

At the AAU National Championships in Orlando we also held the JVA Coaches Social hosted by Sport Ngin. Well over 100 coaches and club directors gathered at Rocco's Tacos Orlando to meet one another and catch up on a great season. Thank you to our sponsors Rox Volleyball, Molten, ConferenceDirect and the host Sport Ngin. It was valuable for us see our members face to face and talk about our shared passion of junior volleyball.

Our pre-season goals were met and we hit some important milestones this year. We furthered our strategic plan to grow membership and recognition of the JVA brand.

- We surpassed 800 JVA member clubs and 2,300 members.
- We partnered with member clubs and added 3 new events to raise awareness of the JVA. In addition, we made new friends and registered new members.
- Through our Sponsor Program, 46 member clubs hung the JVA banner proudly stating "All Players. All Clubs. Our Sport", and contributed to our resources
- And over 1,200 teams wore the JVA logo on their uniforms this past season.

### **Sharing is Caring**

In the area of education and resources, the JVA "Coach to Coach" Video of the Week, "What's On Your Plate" and Spring Webinar series had more views and registrations than ever before. We are thankful to our members who contributed their time and talent to provide tips, tactics and strategies to improve and grow junior volleyball programs.

### **And Then There were Five**

In the area of member services, we hired Program Assistant Ashley Krage to provide staff support and work with our members. We brought our insurance program in-house to make sure that we would provide the best customer service possible. 582 indoor teams and 281 beach teams were covered under our insurance program, offering clubs liability and sport accident coverage for just over \$10/person for a whole year. Just over 4,500 non-JVA program insured teams were covered under our event insurance program.

### **In Good Company**

This year we added three new valuable partners PrepVolleyball, SportNgin and Bracket Pal, and four new event sponsors in Junk Brands, Body Armor, Progression Volleyball Consulting and East Bay. Please support all of our sponsors as much as you are able. They all represent quality products and services and are vital to our association.

### **Lean Machine**

Financially, we knew this would be a lean year with a smaller [JVA World Challenge](#) in Kansas City, continuing our commitment to the [JVA Sponsorship Program](#) and bringing on another staff person. We are still solvent!

## 10 Years of JVA

The 2016-2017 season will mark the 10 Year Anniversary of the JVA! We hope you plan to join us in Columbus for the [AVCA Convention](#) and NCAA Women's DI Volleyball Championships. We will take time to look back, share some of our history and look ahead to the next ten years.

## Membership Report

	June 2016	December 2015
Total Members	2,349	2,003
Club Directors	808	726
Club Coaches	1,147	942
JVA Only Club Coach	320	
Organizational Memberships	74	62

## JVA Events Report

JVA Rock 'N Rumble	Cleveland, OH	January 16 & 17	253 Teams
JVA World Challenge	Kansas City, MO	April 22, 23, 24	550 Teams
JVA SummerFest	Columbus, OH	June 5 & 6	230 Teams

## Financial Report:

### Income

Event Income	\$1,135,379
Member Dues	\$ 58,146
Member Insurance Fees	\$ 207,461
Product Sales	\$ 2,877
Advertising & Sponsors	\$ 19,146

Total Income \$1,423,009

### Expenses

Event Expenses	\$ 704,040
Admin and Staff	\$ 332,196
Cost of Goods Sold	\$ 29,456
Insurance Premiums	\$ 181,904
Marketing	\$ 56,702
Meetings & Travel	\$ 32,931
Club Sponsor Program	\$ 156,663

Total Expenses \$1,493,892

Net Income \$ -70,883\*

Cash on Hand \$ 460,364

\*Some SummerFest and World Challenge income is outstanding. Administrative costs rose with addition of new staff.

Official Technology Partner of the JVA

**SPORT:NGIN**

# Embarking on a New Partnership

The Junior Volleyball Association and Sport Ngin are excited to announce a new partnership to help you make the most out of your next season.

Featuring  Complete Tournament Management

See details at <http://at.sportngin.com/jva>